

POORLY  
MADE IN  
CHINA

AN INSIDER'S ACCOUNT  
OF THE TACTICS BEHIND  
CHINA'S PRODUCTION GAME

PAUL MIDLER



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**WILEY**

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It is better to know some of the questions than all of the answers.

—James Thurber

All war is based on deception: When able to attack, we must pretend to be incapable; When employing forces, we must seem inactive; When we are near, we must make the enemy believe we are far; Offer bait to lure him; If he appears humble, make him arrogant; If he is rested, wear him down; If his forces are united, divide them; Take action when it is unexpected.

—Sunzi (the strategist formerly known as Sun Tzu)

The first condition of right thought is right sensation—the first condition of understanding a foreign country is to smell it.

—T. S. Eliot





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